

Aerospace MBA

At EOI we are committed to conscious leadership: sustainable, digital, diverse, entrepreneurial and transformative.

Because at EOI, we train not only in knowledge but also in values: we pursue the common good, progress and balance between economic and human progress. We go beyond training. EOI is the impact that our students will have on the planet.

They are the ones who will build the future.



www.eoi.es



Presentation

The aerospace sector has presented high sustained growth during the last twenty five years worldwide. Despite the severe impact on the aerospace sector of the COVID-19 crisis, the commercial aviation sector is currently on a very quick recovery path, and it is estimated that this strong growth will be maintained in the years to come.

This growth will not only affect the manufacturing of aircraft, but the entire aeronautical ecosystem (supply chain, airlines, MRO, airports, air navigation services, ...). The sector is nonetheless facing significant challenges, above all those related to the decarbonization requirements imposed on aviation.

Because of the geopolitical tensions affecting the world, like the Ukraine and Middle East conflicts among others, military aerospace is also expected to grow significantly in the forthcoming years, with new technologically challenging programs arising on the horizon in the European environment.

Generally recognized as a strategic sector, Aerospace has been subject to significant changes during the last decade, with an increased globalization of the value chain and the appearance of new players in all the business segments, but also with new opportunities for growth and activity in areas like new space, unmanned aerial systems and new urban air mobility solutions.

Skilled human resources attraction and retention remains one of the biggest challenges of the aerospace sector globally, and therefore, the demand for highly qualified professionals will continue to grow in the next years.

The Aerospace MBA offers students a decisive challenge and unparalleled experience through the support of valuable professionals, currently employed by leading companies in the sector.



START DATE
January



DURATION
12 months



DEDICATION
Thursday
and Friday
17:00h to 19:00h
and 19:15h to 21:15h



HYBRID METHODOLOGY
Face to face (Seville)
Virtual (participants
outside Seville)



FEE
10.000 €



AIMED AT

Professionals who are working in or aspire to work in the aerospace sector, and who are looking to boost their careers through advanced business management training and deep immersion in the aerospace industry.

Contents

This is an in-depth training programme in which theory and practice are combined and delivered by business professionals, who introduce a realistic view of management.

The program is divided into three blocks:

Business Management

MBA.01-Business Economic Environment

- World Economic Situation
- Concepts of Macroeconomics

MBA.02-Business Strategy & Organisation

- Business Strategy: Introduction
- Strategic Analysis
- Techniques and Tools for Strategy Decision Making
- Strategic Implementation
- Structure and Organization
- Business Game

MBA.03-Corporate Finance & Management Control

- Introduction to Finance
- Cost Analysis
- Financial Perspective
- Time Value of money
- Financial Statements Forecasts
- The Company Valuation
- Leasing
- Decision Making
- Risk Analysis
- Advanced Financial Tools

MBA.04-Commercial & Marketing Management

- Introduction to Marketing
- Market Analysis
- Value Proposition
- Product and Pricing Strategy
- Distribution
- Branding and Communication
- Customer Experience
- e-commerce
- Digital Marketing
- Commercial Management
- International Marketing
- Channel Strategy

MBA.05-Digital Transformation

- Digital transformation and digital leadership
- AI workshop
- AI and Data Strategy

MBA.06-Human Resources & Management Skills

- HR Management and Administration
- Team Work
- Effective Presentations
- Professional Negotiation
- Leadership

MBA.07-Operations

- Operations Overview
- Operations Key Functions
- Industrial Organizations Control
- Lean Manufacturing and Operational Excellence
- Project Management

MBA.08-Business Design & Lean Startup

- Business Models Design and Lean Startup
- Aerospace MBA Project

Aerospace Intensification

A.S.01- The Aerospace Industry

- Introduction to the Aerospace Industry
- Commercial Aeronautics
- Defense Aeronautics
- Space
- Drones
- Urban Air Mobility
- Engines
- Equipment
- Field Visits
- Seminars

A.S.02- Aerospace Operations

- Program Management
- Design&Development Engineering
- Aircraft Configuration Management
- Production Engineering

- Industrial Development
- Planning Systems
- Production Systems and Lean Manufacturing
- Quality Systems
- Supply Chain Management and Outsourcing
- ERP Systems

A.S.03- Aerospace Customer Services

- After Sales
- Service Engineering Support
- MRO (Maintenance, Repair and Overhaul)

A.S.04- Aerospace Marketing and Business Development

- The Marketing of Aerospace Products and Services
- Aerospace Sales Operations

A.S.05- The Commercial Aviation Network

- Airport Management
- Air Navigation Services

A.S.06- Space

Master Project

As part of your training, you will carry out a Master Project in group that will be presented to a panel of investors and business advisors. This project will allow you to put into practice all the knowledge of the MBA and apply them to a real business plan through the methodology 'Lean Startup' of entrepreneurship. Throughout the MBA, and especially with the project, you will enhance your ability to make decisions and expose your arguments in a clear and structured manner. You will also learn to work in teams and meet different milestones in the established deadlines

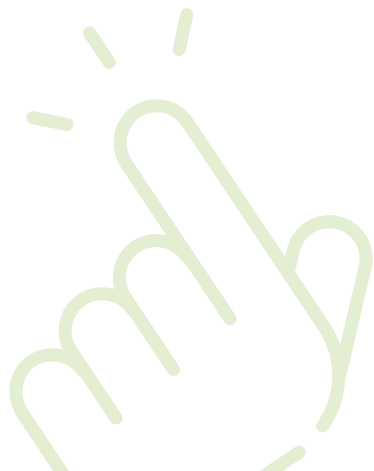
Methodology

The academic program offers an interdisciplinary selection of courses taught in English with a global perspective by teaching staff with extensive international experience, to offer you a full vision of the world.

Daily sessions are led by outstanding teachers with a solid professional background bringing both theory and practice together into the classroom through the case study methodology.

Our professors are expert facilitators who believe in participatory learning, fostering engagement, dialogue and discussion among the students.

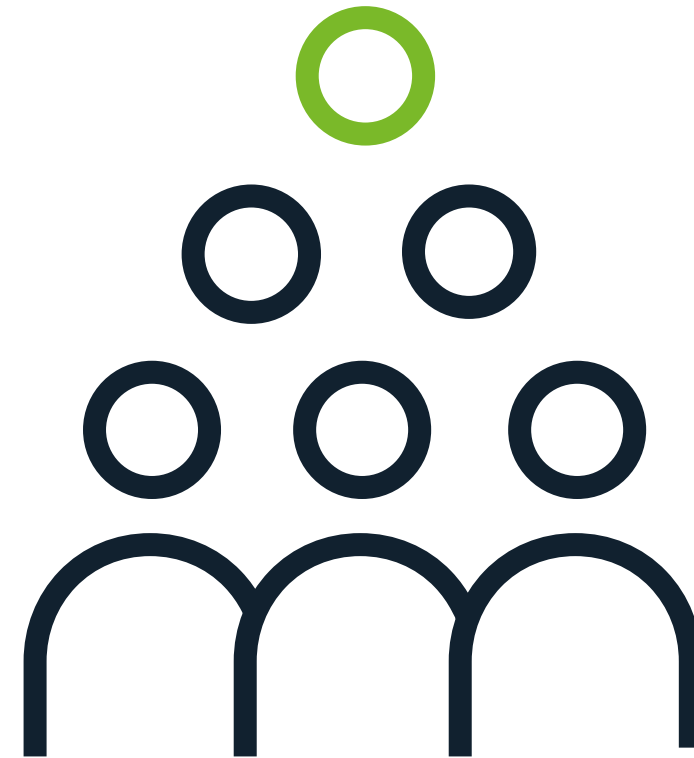
Furthermore, EOI offers a pool of conferences and sessions with prominent business professionals, institutional leaders and outstanding members of the community to discuss and share their experiences on the global scene.



Faculty

In EOI, teachers are a fundamental part of the success of the courses. The faculty is composed by business executives of recognized professional prestige and proven track record in the subject taught, which transmit not only theoretical knowledge, but also their own experience in their practical application.

The teachers will accompany you throughout the learning process and will be at your disposal for questions on any topic of the subjects they teach.



Cárlos Suárez

**Former President AIRBUS
and Former Executive Vicepresident
Defense & Security Indra**
AEROSPACE MBA DIRECTOR

Roberto López

**Standarization and Strategy at
Airbus Defence & Space
Training Centre**
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Miguel Candeal

**Head of Airbone ISR Technical
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**Former Senior Vicepresident
Programs, Engineering, Strategy**
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**CEO and Chairman of the
Management Board**
SOFIA AIRPORT

María Luisa García

President
ASOCIACIÓN BUSINESS ANGELS
NETWORKS ANDALUSIA

Faculty

Paco Márquez Pantojo

Industrial Architect, Manufacturing Engineering. Military Air Systems.
AIRBUS

Óscar Muñoz

Business Development & Portfolio Manager
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Managing Director
TEDAE

José Luis López Díez

HO Architecture & Integration
AIRBUS DEFENCE AND SPACE

Melanie Calero

Artificial Intelligence Advisor

Jan Vos

Trainer & Coach

Antonio Fuentes

Former Senior Vicepresident Strategy
ASTRIUM

EOI Experience

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“This master's degree represented a qualitative leap in my education, which until then had been focused primarily on engineering and technical aspects. The program provided me with a wealth of benefits on several levels.

On the one hand, it helped me develop and maximize my personal potential. On the other hand, I acquired key management and leadership skills that have been fundamental to my professional career. Furthermore, the master's degree opened the door to a world of new opportunities that I have consolidated and developed over the years.”

Alberto Salguero

Head of Supply Chain & Quality Operations
Airbus Defence and Space

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“ I decided to apply for EOI Aerospace MBA as I felt that it would help me develop both a career in the aeronautical industry and skills in business management. Luckily, a year after finishing it, I can say that joining this program has been one of the best decisions of my career since I decided to start my university studies in Industrial Engineering. EOI, both in its facilities and in its highly committed staff, is the best platform to develop these skills.”

Alejandro Cabeza de Vaca

Commercial Director - Services at Airbus
Miami, Florida, Estados Unidos





We train
talent for a sustainable
future



MINISTERIO
DE INDUSTRIA
Y TURISMO

EOI Escuela de
organización
industrial

This program contributes to the
2030 Agenda in the following SDG:



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